

**METHOD OF GENERATING INSURANCE BUSINESS BY PROVIDING AN ON-SITE
UNDERWRITER**

ABSTRACT

5 An agent assistance program (AAP) is disclosed for evaluating business potential of
a general insurance agency, insurance agent or broker and, if justified by the business
potential, locating an insurance underwriter in the office of the general insurance agency.
The evaluation is based upon a potential increase in business. An underwriter assigned to a
particular agency, agent or broker is provided with a computer configured to access an
10 affiliated insurance company's network and/or database to facilitate the underwriter's use
of the insurance company's rating system. The workstation may be periodically updated
with rating information relevant to the insurance agent so that the underwriter is able to
provide a quote in the event of a database, network or communication link outage.

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